

### **Transnet Freight Rail**

an Operating Division of TRANSNET SOC LTD

[hereinafter referred to as **Transnet**]

[Registration No. 1990/000900/30]

# REQUEST FOR PROPOSAL [RFP] [SERVICES]

FOR THE ORGANISATIONAL DESIGN OF A NEW OPERATING MODEL FOR TRANSNET FREIGHT RAIL (TFR) TO INCORPORATE THE INFRASTRUCTURE MANAGER FUNCTION

RFP NUMBER HOAC-HO-41368

ISSUE DATE: 22 APRIL 2023

CLOSING DATE: 17 MAY 2023

CLOSING TIME: 13:00 PM

BID VALIDITY PERIOD: 180 Business Days from Closing Date

### Note to the bidders:

Bidders are required to ensure that electronic bid submissions are done at least a day before the closing date to prevent issues which they may encounter due to their internet speed, bandwidth or the size of the number of uploads they are submitting. Transnet will not be held liable for any challenges experienced by bidders as a result of the technical challenges. Please do not wait for the last hour to submit. A Bidder can upload 30mb per upload and multiple uploads are permitted.

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Respondent's Signature

Date & Company Stamp

# RFP FOR THE ORGANISATIONAL DESIGN OF A NEW OPERATING MODEL FOR TFR TO INCORPORATE THE INFRASTRUCTURE MANAGER FUNCTION

**SECTION 1: SBD1 FORM** 

# PART A INVITATION TO BID

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FACSIMILE NUM	IBER	n/a		FACSIMILE I	NUMBER		n/a		
E-MAIL ADDRES		Lerato.Tseke@	transnet.net	E-MAIL ADD	RESS		Lerato.Ts	eke@transr	<u>net.net</u>
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IS T	HE ENTITY A RESIDENT	OF THE REPUBLIC	OF SOUTH AF	RICA (RSA)?		YES NO
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Respondent's Signature

# **SECTION 2: NOTICE TO BIDDERS**

#### 1 INVITATION TO BID

Responses to this RFP [hereinafter referred to as a **Bid** or a **Proposal**] are requested from persons, companies, close corporations or enterprises [hereinafter referred to as an **entity**, **Respondent** or **Bidder**].

	I
DESCRIPTION	FOR THE ORGANISATIONAL DESIGN OF A NEW OPERATING MODEL FOR TRANSNET FREIGHT RAIL (TFR) TO INCORPORATE THE INFRASTRUCTURE MANAGER FUNCTION [the Goods/Services]
TENDER ADVERT	All Transnet tenders are advertised on the National Treasury's e-Tender Publication Portal and the Transnet website. Should one of these media (i.e. National Treasury's e-Tender Publication Portal or Transnet website) not be available, bidders are advised to check on the other media for advertised tenders.
RFP DOWNLOADING	This RFP may be downloaded directly from National Treasury's e-Tender Publication Portal at <a href="www.etenders.gov.za">www.etenders.gov.za</a> free of charge.
	To download RFP and Annexures:
	Click on "Tender Opportunities";
	Select "Advertised Tenders";
	In the "Department" box, select Transnet SOC Ltd.
	Once the tender has been located in the list, click on the 'Tender documents" tab and process to download all uploaded documents.
	The RFP may also be downloaded from the Transnet Portal at <a href="https://transnetetenders.azurewebsites.net">https://transnetetenders.azurewebsites.net</a> (please use <b>Google Chrome</b> to access Transnet link/site) free of charge (refer to section 2, paragraph 3 below for detailed steps)
COMMUNICATION	Transnet will publish the outcome of this RFP on the National Treasury etender portal and Transnet website with 10 days after the award has been finalised. All unsuccessful bidders have a right to request for reasons for their bid not being successful. This requested must be directed to the contact person stated in the SBD 1 form
	Any addenda to the RFP or clarifications will be published on the e-tender portal and Transnet website. Bidders are required to check the e-tender portal or Transnet website prior to finalising their bid submissions for any changes or clarifications to the RFP.
	Transnet will not be held liable if Bidders do not receive the latest information regarding this RFP with the possible consequence of either being disadvantaged or disqualified as a result thereof.
BRIEFING SESSION	Yes, Non-compulsory
	Bidders are required to confirm their attendance and to send their contact details including the number of representatives (where applicable) to the following address: <a href="mailto:Lerato.Tseke@transnet.net">Lerato.Tseke@transnet.net</a>
	This is to ensure that Transnet may make the necessary arrangements for the briefing session.
	Refer to paragraph 2 for details.
CLOSING DATE	13:00 pm on 17 May 2023
	Bidders must ensure that bids are uploaded timeously onto the system.
	As a general rule, if a bid is late, it will not be accepted for consideration.  Bidders are required to ensure that electronic bid submissions are
	done at least a day before the closing date to prevent issues which they may encounter due to their internet speed, bandwidth or the size of the number of uploads they are submitting. Transnet will

	not be held liable for any challenges experienced by bidders as a result of the technical challenges. Please do not wait for the last hour to submit. A Bidder can upload 30mb per upload and multiple uploads are permitted.
VALIDITY PERIOD	180 Business Days from Closing Date
	Bidders are to note that they may be requested to extend the validity period of their bid, at the same terms and conditions, if the internal evaluation process has not been finalised within the validity period. However, once the adjudication body has approved the process and award of the business to the successful bidder(s), the validity of the successful bidder(s)' bid will be deemed to remain valid until a final contract has been concluded.
	With regard to the validity period of next highest ranked bidders, please refer to Section 2, paragraph 11.12

Any additional information or clarification will be published on the e-Tender portal and Transnet website, if necessary.

#### 2 FORMAL BRIEFING

A non-compulsory pre-proposal RFP briefing will be conducted virtually via Microsoft Teams on **3 May 2023**, at **10:00am** for a period of ± 2hours. The briefing session will start punctually and information will not be repeated for the benefit of Respondents arriving late.

- 2.1 Despite the briefing session being non-compulsory, Transnet nevertheless encourages all Respondents to attend. Transnet will not be held responsible if any Respondent who did not attend the **non-compulsory** session subsequently feels disadvantaged as a result thereof.
- 2.2 Respondents are encouraged to have a copy of the RFP for the briefing.

#### 3 PROPOSAL SUBMISSION

Transnet has implemented a new electronic tender submission system, the e-Tender Submission Portal, in line with the overall Transnet digitalization strategy where suppliers can view advertised tenders, register their information, log their intent to respond to bids and upload their bid proposals/responses on to the system.

- a) The Transnet e-Tender Submission Portal can be accessed as follows:
  - Log on to the Transnet eTenders management platform website/ Portal ((<u>transnetetenders.azurewebsites.net</u>) Please use **Google Chrome** to access Transnet link/site);
  - Click on "ADVERTISED TENDERS" to view advertised tenders;
  - Click on "SIGN IN/REGISTER for bidder to register their information (must fill in all mandatory information);
  - Click on "SIGN IN/REGISTER" to sign in if already registered;
  - Toggle (click to switch) the "Log an Intent" button to submit a bid;
  - Submit bid documents by uploading them into the system against each tender selected.
  - No late submissions will be accepted. The bidder guide can be found on the Transnet Portal transnetetenders.azurewebsites.net

#### 4 RFP INSTRUCTIONS

4.1 Please sign documents [sign, stamp and date the bottom of each page] before uploading them on the system. The person or persons signing the submission must be legally authorised by the respondent to do so.

# 4.2 All returnable documents tabled in the Proposal Form [Section 5] must be returned with proposals.

- 4.3 Unless otherwise expressly stated, all Proposals furnished pursuant to this RFP shall be deemed to be offers. Any exceptions to this statement must be clearly and specifically indicated.
- 4.4 Any additional conditions must be embodied in an accompanying letter. Subject only to clause 15 [Alterations made by the Respondent to Bid Prices] of the General Bid Conditions, paragraph 12 below (Legal Review) and Section 6 of the RFP, alterations, additions or deletions must not be made by the Respondent to the actual RFP documents.

#### 5 JOINT VENTURES OR CONSORTIUMS

Respondents who would wish to respond to this RFP as a Joint Venture [JV] or consortium with B-BBEE entities, must state their intention to do so in their RFP submission. Such Respondents must also submit a signed JV or consortium agreement between the parties clearly stating the percentage [%] split of business and the associated responsibilities of each party. If at the time of the bid submission such a JV or consortium agreement has not been concluded, the partners must submit confirmation in writing of their intention to enter into a JV or consortium agreement should they be awarded business by Transnet through this RFP process. This written confirmation must clearly indicate the percentage [%] split of business and the responsibilities of each party. In such cases, award of business will only take place once a signed copy of a JV or consortium agreement is submitted to Transnet.

Respondents are to note that for the purpose of Evaluation, a JV will be evaluated based on one consolidated B-BBEE score card (a consolidated B-BBEE Status Level verification certificate) as per the B-BBEE Preferential Procurement Regulations, 2022 preference point scoring.

#### **6** COMMUNICATION

- 6.1 For specific queries relating to this RFP, an RFP Clarification Request Form should be submitted onto the system and to [Lerato.Tseke@transnet.net] before 12:00 pm on 8 May 2023, substantially in the form set out in Section 8 hereto. In the interest of fairness and transparency, Transnet's response to such a query will be published on the e-tender portal and Transnet website.
- 6.2 After the closing date of the RFP, a Respondent may only communicate with the Adjudication Committee Secretariat Prudence Nkabinde [Prudence.Nkabinde@transnet.net], on any matter relating to its RFP Proposal.
- 6.3 Respondents are to note that changes to its submission will not be considered after the closing date.
- 6.4 It is prohibited for Respondents to attempt, either directly or indirectly, to canvass any officer or employee of Transnet in respect of this RFP between the closing date and the date of the award of the business.
- 6.5 Respondents found to be in collusion with one another will be automatically disqualified and restricted from doing business with organs of state for a specified period.
- 6.6 Transnet will publish the outcome of this RFP in the National Treasury e-tender portal and Transnet website with 10 days after the award has been finalised. Respondents are required to check the National Treasury e-tender Portal and Transnet website for the results of the tender process. All unsuccessful

bidders have a right to request Transnet to furnish individual reasons for their bid not being successful. This requested must be directed to the contact person stated in the SBD 1 form

#### 7 CONFIDENTIALITY

All information related to this RFP is to be treated with strict confidence. In this regard Respondents are required to certify that they have acquainted themselves with the Non-Disclosure Agreement. All information related to a subsequent contract, both during and after completion thereof, will be treated with strict confidence. Should the need however arise to divulge any information related to this RFP or the subsequent contract, written approval must be obtained from Transnet.

#### 8 COMPLIANCE

The successful Respondent [hereinafter referred to as the **Service provider**] shall be in full and complete compliance with any and all applicable laws and regulations.

#### 9 EMPLOYMENT EQUITY ACT

Respondents must comply with the requirements of the Employment Equity Act 55 of 1998 applicable to it including (but not limited to) Section 53 of the Employment Equity Act.

#### 10 DISCLAIMERS

Respondents are hereby advised that Transnet is not committed to any course of action as a result of its issuance of this RFP and/or its receipt of Proposals. In particular, please note that Transnet reserves the right to:

- 10.1 modify the RFP's Goods/Services and request Respondents to re-bid on any such changes;
- 10.2 reject any Proposal which does not conform to instructions and specifications which are detailed herein;
- 10.3 disqualify Proposals submitted after the stated submission deadline [closing date];
- 10.4 award a contract in connection with this Proposal at any time after the RFP's closing date;
- 10.5 award a contract for only a portion of the proposed Goods/Services which are reflected in the scope of this RFP;
- 10.6 split the award of the contract between more than one Supplier/Service provider, should it at Transnet's discretion be more advantageous in terms of, amongst others, cost or developmental considerations;
- 10.7 cancel the bid process;
- 10.8 validate any information submitted by Respondents in response to this bid. This would include, but is not limited to, requesting the Respondents to provide supporting evidence. By submitting a bid, Respondents hereby irrevocably grant the necessary consent to Transnet to do so;
- 10.9 request audited financial statements or other documentation for the purposes of a due diligence exercise;
- 10.10 not accept any changes or purported changes by the Respondent to the bid rates after the closing date and/or after the award of the business, unless the contract specifically provided for it;
- 10.11 to cancel the contract and/request that National Treasury place the Respondent on its Database of Restricted Suppliers for a period not exceeding 10 years, on the basis that a contract was awarded on the strength of incorrect information furnished by the Respondent or on any other basis recognised in law;

10.12 to award the business to the next ranked bidder, provided that he/she is still prepared to provide the required Goods at the quoted price, should the preferred bidder fail to sign or commence with the contract within a reasonable period after being requested to do so. Under such circumstances, the validity of the bids of the next ranked bidder(s) will be deemed to remain valid, irrespective of whether the outcome of the tender has been published the outcome of the bid process on the National Treasury etender Portal and Transnet website. Bidders may therefore be requested to advise whether they would still be prepared to provide the required Goods at their quoted price.

Note that Transnet will not reimburse any Respondent for any preparatory costs or other work performed in connection with its Proposal, whether or not the Respondent is awarded a contract.

#### 11 LEGAL REVIEW

A Proposal submitted by a Respondent will be subjected to review and acceptance or rejection of its proposed contractual terms and conditions by Transnet's Legal Counsel, prior to consideration for an award of business. A material deviation from the Standard terms or conditions could result in disqualification.

#### 12 SECURITY CLEARANCE

Acceptance of this bid could be subject to the condition that the Successful Respondent, its personnel providing the Goods/Services and its subcontractor(s) must obtain security clearance from the appropriate authorities to the level of **CONFIDENTIAL/ SECRET/TOP SECRET**. Obtaining the required clearance is the responsibility of the Successful Respondent. Acceptance of the bid is also subject to the condition that the Successful Respondent will implement all such security measures as the safe performance of the contract may require.

#### 13 NATIONAL TREASURY'S CENTRAL SUPPLIER DATABASE

Respondents are required to self-register on National Treasury's Central Supplier Database (CSD) which has been established to centrally administer supplier information for all organs of state and facilitate the verification of certain key supplier information. Respondents must register on the CSD prior to submitting their bids. Business may not be awarded to a Respondent who has failed to register on the CSD. Only foreign suppliers with no local registered entity need not register on the CSD.

For this purpose, the attached SBD 1 form must be completed and submitted as a mandatory returnable document by the closing date and time of the bid.

#### 14 TAX COMPLIANCE

Respondents must be compliant when submitting a proposal to Transnet and remain compliant for the entire contract term with all applicable tax legislation, including but not limited to the Income Tax Act, 1962 (Act No. 58 of 1962) and Value Added Tax Act, 1991 (Act No. 89 of 1991).

It is a condition of this bid that the tax matters of the successful Respondents be in order, or that satisfactory arrangements have been made with South African Revenue Service (SARS) to meet the Respondents tax obligations.

The Tax Compliance status requirements are also applicable to foreign Respondents/ individuals who wish to submit bids.

Where Consortia / Joint Ventures / Sub-contractors are involved, each party must be registered on the Central Supplier Database and their tax compliance status will be verified through the Central Supplier Database.



#### **SECTION 3: BACKGROUND, OVERVIEW AND SCOPE OF REQUIREMENTS**

#### 1 BACKGROUND

South Africa's White Paper on National Rail Policy (NRP, 2022) positions access to Third (3rd) Party Operators to the Transnet Freight Rail (TFR) railway infrastructure network as the crux of South African rail reform. The NRP (2022) sets out the South African government's intention to split the market structure into Infrastructure Manager and Train Operators.

The President of Republic of South Africa, H.E Mr Ramaphosa, in his state of the nation address on Thursday, 9 February 2023 alluded to the development of a Transnet Roadmap that will translate policy commitments into reality, including the restructuring of Transnet Freight Rail (TFR) to create a separate Infrastructure Manager for the rail network by October 2023.

TFR is currently a vertically integrated freight railway operator that provides railway infrastructure and logistics operations to customers. Under the current proposal, TFR will need to vertically separate into a rail infrastructure manager and train operations.

TFR has adopted a phased implementation plan for the Infrastructure Manager.

- Phase 1: Finalise and approve the organisational architecture to support commercial separation.
- Phase 2: Launch the implementation of the Infrastructure Manager Function and Structure in TFR.

The objective of the RFP is to obtain priced proposals from experienced and reliable Organisation Design Companies in the Human Resources space with a view to ensure that as the Infrastructure Manager Function is established (in line with the White Paper on National Rail Policy (NRP, 2022), there is a review of all other TFR Support structures as well as the overall TFR Organisational structure.

The period of execution is expected to not exceed twelve (12) months.

#### **EXECUTIVE OVERVIEW**

Whereas Transnet is seeking a partner(s) to provide solutions for its Organisational Design requirement, it also seeks to improve its current processes for providing Services to its end user community throughout its locations.

The selected Service provider must share in the mission and business objectives of Transnet. These mutual goals will be met by meeting contractual requirements and new challenges in an environment of teamwork, joint participation, flexibility, innovation and open communications. In this spirit of partnership, Transnet and its Service provider will study the current ways they do business to enhance current practices and support processes and systems. Such a partnership will allow Transnet to reach higher levels of quality, service and profitability.

Specifically, Transnet seeks to benefit from this partnership in the following ways:

- 1.1 Transnet must receive reduced cost of acquisition and improved service benefits resulting from the Service provider's economies of scale and streamlined service processes.
- 1.2 Transnet must achieve appropriate availability that meets user needs while reducing costs for both Transnet and the chosen Service provider(s).

- 1.3 Transnet must receive proactive improvements from the Service provider with respect to provision of Services and related processes.
- 1.4 Transnet's overall competitive advantage must be strengthened by the chosen Service provider's leading edge technology and service delivery systems.
- 1.5 Transnet end users must be able to rely on the chosen Service provider's personnel for service enquiries, recommendations and substitutions.
- 1.6 Transnet must reduce costs by streamlining its acquisition of Services, including managed service processes on a Group basis.

#### 2 SCOPE OF REQUIREMENTS

The successful Respondent will need to deliver on the following:

- 2.1 The review of TFR Business and Operating Model in incorporating the Infrastructure Manager function.
- 2.2 The Design of the IM Structure and architecture in line with the White Paper and international best practice,
- 2.3 The Resource structure must be aligned to international best practice and staffing standards and norms,
- 2.4 Review and align the IM People Management / HR strategy to the TFR business strategy and mandates,
- 2.5 Develop a people management (HR) plan,
- 2.6 Lead the implementation of the designed and approved IM structure, including:
  - a) Job Analysis and Development of Job Profiles for all IM positions and functions,
  - b) Development of a resourcing Plan, matching and placement processes and guidelines,
  - c) Revision of related Policies, Procedures, and Processes
  - Develop an Implementation plan for the newly designed organisational structure and operating model,
  - e) Develop a Change Management, and a Communication Strategy,
  - f) Provide project plans including milestones and deliverables covering the scope as well as lessons learned.

#### THE MANDATORY REQUIREMENTS

- 1. The Services Provider must have done similar work/ projects on a larger scale and meet the following Technical requirements **Refer to paragraph 5.3 below for the detailed criteria**.
- 2. The service provider must provide a detailed proposal addressing the following at a minimum:
  - a. Their proposed design methodology, approach, and the conceptual basis and indicate how this would be implemented in TFR
  - b. Organisational Profile indicating their experience, preferably 10 years minimum experience in organisational design, HR development, and Organisational Restructuring of existing organisations, Strategy and Change management.
  - c. Large Scale Organisational Design or Restructuring experience,
- 3. The proposal should contain full CVs of the proposed HR Specialists, with a sound understanding of both the large scale business transformation, organisational design and change management, that will work on this project that indicate both their qualifications and their experience.

- 4. The Service provider must have HR and Organisational Design Specialists allocated to this project who will have a combined minimum of 20 years' experience & minimum of 4 references indicating experience providing organisational design work for similar environments.
- 5. Provide reference where similar service has been offered in a large organisation (+ 10 000 employees) or similar environment to Transnet.
- 6. The proposal must have a project plan and timelines for completion of project by 30 August 2023.

#### 3 GREEN ECONOMY / CARBON FOOTPRINT

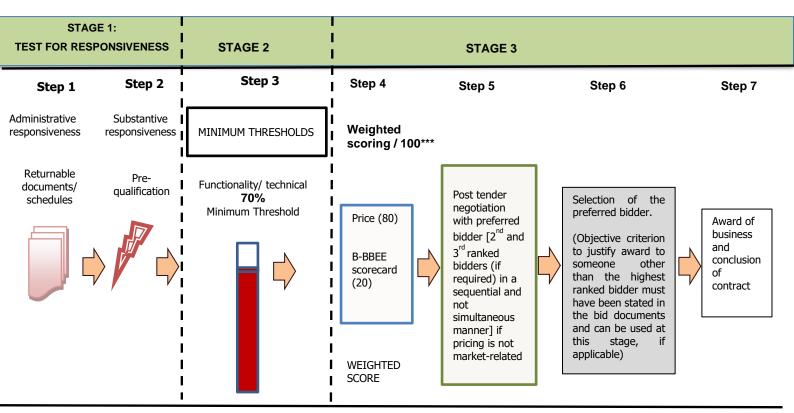
Transnet wishes to have an understanding of your company's position with regard to environmental commitments, including key environmental characteristics such as waste disposal, recycling and energy conservation. *Please submit details of your entity's policies in this regard.* 

#### 4 GENERAL SERVICE PROVIDER OBLIGATIONS

- 4.1 The Service provider(s) shall be fully responsible to Transnet for the acts and omissions of persons directly or indirectly employed by them.
- 4.2 The Service provider(s) must comply with the requirements stated in this RFP.

#### **5 EVALUATION METHODOLOGY**

Transnet will utilise the following methodology and criteria in selecting a preferred Service provider:



NB: Evaluation of the various stages will normally take place in a sequential manner. However, in order to expedite the process, Transnet reserves the right to conduct the different steps of the evaluation process in parallel. In such instances

the evaluation of bidders at any given stage must not be interpreted to mean that bidders have necessarily passed any previous stage(s).

#### 5.1 **STEP ONE: Test for Administrative Responsiveness**

The test for administrative responsiveness will include the following:

	Administrative responsiveness check	RFP Reference
•	Whether the Bid has been lodged on time	Section 1 paragraph 3
•	Whether all Returnable Documents and/or schedules [where applicable] were completed and returned by the closing date and time	Section 5
•	Verify the validity of all returnable documents	Section 5
•	Verify if the Bid document has been duly signed by the authorised respondent	All sections

The test for administrative responsiveness [Step One] must be passed for a Respondent's Proposal to progress to Step Two for further pre-qualification

#### 5.2 **STEP TWO: Test for Substantive Responsiveness to RFP**

The test for substantive responsiveness to this RFP will include the following:

	Check for substantive responsiveness	RFP Reference
•	Whether any general and legislation qualification criteria set by Transnet, have been met	All sections including: Section 2 paragraphs, 2.2, 6, 11.2, General Bid Conditions clause 20
•	Whether the Bid contains a priced offer as prescribed in the pricing and delivery schedule	Section 4
•	Whether the Bid materially complies with the scope and/or specification given	All Sections

The test for substantive responsiveness [Step Two] must be passed for a Respondent's proposal to progress to Step Three for further evaluation

# 5.3 STEP THREE: Minimum Threshold 70% for Technical Criteria

The test for the Technical and Functional threshold will include the following:

Technical Evaluation Criteria	Points Weightings	Scoring guideline
Respondents must provide their company profile and clients signed and authenticated reference letters, indicating evidence of experience in organisational design / Organisational Restructuring of Large Scale businesses (+ 10 000 employees).      A minimum of 4 Reference letters should be provided.	30%	0= (0 Points) Less than 2 years' experience and/or less then (4) reference letters and / or no experience in org design in large scale businesses.  1= (10 Points) 2-5 years' experience in organisational design/restructuring in large scale businesses demonstrated by 4 reference letter(s)  2= (20 Points) >5 - 10 years' experience in org design/restructuring in large scale businesses demonstrated by 4 reference letter(s)  3= (30 Points) >10 years' experience in org design/restructuring in large scale businesses demonstrated by 4 reference letter(s)
Resource Previous Experience     Respondents must provide CVs of key resources to be assigned to this project. CVs to demonstrate minimum 20 years of combined experience in organisational design / Organisational Restructuring of Large Scale businesses	20%	(0 Points) <10 years' relevant experience in organisational design / Organisational Restructuring of Large Scale businesses  1= (6,7 Points)>10-12 years' relevant experience organisational design / Organisational Restructuring of Large Scale businesses  2 = (13,3 Points) >12-15 years' relevant Experience organisational design / Organisational Restructuring of Large Scale businesses  3 = (20 Points) > 20 years' relevant experience organisational design / Organisational Restructuring of Large Scale businesses
3. Organisational Design Process  The respondents should outline their Organisational Design framework detailing all the stages for the organisational design process considering the following:  a. Information gathering expectations b. Responsibility Matrix c. Comprehensive project plan d. Implementation Plan	25%	0=0% No organisational design framework detailed/ provided and /or not all stages are provided  1=10% No organisational design framework detailed/ provided. However, some or all stages for organisational design are provided.  3=25% Organisational Design Framework is detailed, and stages (a-c) in the process provided, which includes information gathering, expectations & detailed outline of responsibility matrix as well as recommended timelines, deliverables & activities on organisational design
4. Implementation and Change Management Methodology  Respondent must have a detailed description of the Change Methodology used and a high-level description of their implementation approach which meets all the above-mentioned functional requirements.	15%	0 = (0%) Proposal does not include any reference to the service provider's change management methodology and approach to implementation of organisational design.  1 = (5%) The service provider refers to only service provider's change management methodology / or approach to implementation of organisational design, but not does not provide

Technical Evaluation Criteria	Points Weightings	Scoring guideline
		any detail or provide an implementation plan on the functional requirements.  2 = (15%) The proposal provides a service provider's change management methodology / or approach to implementation of organisational design, including an implementation plan on the functional requirements.
5. Transfer of Skills Respondent must indicate in writing on company Letterhead their ability and willingness to provide for transfer of skills on organisational design and restructuring to TFR internal practitioners. Provider will make use of TFR Facilities to conduct training required.	10%	0 = (0%) Non-responsive (no written and signed indication on company letterhead) 2 = (10%) Ability or willingness (on written and signed indication on company letterhead) to provide internal skills to TFR Practitioners
Total Weighting	100%	
Minimum qualifying score required:	70%	

Respondents must complete and submit <u>Annexure A</u> serve as the Technical Response. A Respondent's compliance with the minimum functionality/technical threshold will be measured by their responses to Annexure

• A

Respondents are to note that Transnet will round off final technical scores to the nearest 2 (two) decimal places for the purposes of determining whether the technical threshold has been met.

The minimum threshold for technical/functionality [Step Three] must be met or exceeded for a Respondent's Proposal to progress to Step Four for final evaluation

#### 5.4 STEP FOUR: Evaluation and Final Weighted Scoring

a) **Price Criteria** [Weighted score 80 points]:

	Evaluation Criteria	RFP Reference
•	Commercial offer	Section 4
•	Commercial discounts <sup>1</sup> Disbursements	Section 4

Transnet will utilise the following formula in its evaluation of Price:

$$PS = 80 \left( 1 - \frac{Pt - Pmin}{Pmin} \right)$$

Where:

Ps=Score for the Bid under considerationPt=Price of Bid under considerationPmin=Price of lowest acceptable Bid

<sup>&</sup>lt;sup>1</sup> Only unconditional discounts will be taken into account during evaluation. A discount which has been offered conditionally will, despite not being taken into account for evaluation purposes, be implemented when payment is effected

#### b) **Broad-Based Black Economic Empowerment criteria** [Weighted score 20 points]

- B-BBEE current scorecard / B-BBEE Preference Points Claims Form
- Preference points will be awarded to a bidder for attaining the B-BBEE status level of contribution in accordance with the table indicated in Section 4.1 of the B-BBEE Preference Points Claim Form.

#### 5.5 SUMMARY: Applicable Thresholds and Final Evaluated Weightings

Thresholds	Minimum Threshold
Technical / functionality	70%

Evaluation Criteria	Final Weighted Scores
Price	80
B-BBEE - Scorecard	20
TOTAL SCORE:	100

#### 5.6 STEP FIVE: Post Tender Negotiations (if applicable)

- Respondents are to note that Transnet may not award a contract if the price offered is not marketrelated. In this regard, Transnet reserves the right to engage in PTN with the view to achieving a market-related price or to cancel the tender. Negotiations will be done in a sequential manner i.e.:
  - first negotiate with the highest ranked bidder or cancel the bid, should such negotiations fail,
  - o negotiate with the 2nd and 3rd ranked bidders (if required) in a sequential manner.
- In the event of any Respondent being notified of such short-listed/preferred bidder status, his/her bid, as well as any subsequent negotiated best and final offers (BAFO), will automatically be deemed to remain valid during the negotiation period and until the ultimate award of business.
- Should Transnet conduct post tender negotiations, Respondents will be requested to provide their best and final offers to Transnet based on such negotiations. Where a market related price has been achieved through negotiation, the contract will be awarded to the successful Respondent(s).

#### 5.7 **STEP SIX: Objective Criteria (if applicable)**

Transnet reserves the right to award the business to the highest scoring bidder/s unless objective criteria justify the award to another bidder. The objective criteria Transnet may apply in this bid process include:

- Geographical location;
- all Risks identified during a risk assessment exercise/probity check (which may be conducted by an authorised third party) that would be done to assess all risks, including but not limited to:
  - the financial stability of the bidder based on key ratio analysis, which would include, but not be limited to Efficiency, Profitability, Financial Risk, Liquidity, Acid Test, and Solvency;
  - a due diligence to assess functional capability and capacity. This could include a site visit;
  - A commercial relationship with a Domestic Prominent Influential Person (DPIP) or Foreign Prominent Public Official (FPPO) or an entity of which such person or official is the beneficial owner; and

Reputational and Brand risks

### 5.8 STEP SEVEN: Award of business and conclusion of contract

- Immediately after approval to award the contract has been received, the successful bidder(s) will
  be informed of the acceptance of his/their Bid by way of a Letter of Award. Thereafter the final
  contract will be concluded with the successful Respondent(s).
- A final contract will be concluded and entered into with the successful Bidder at the acceptance of a letter of award by the Respondent.

#### **SECTION 4: PRICING AND DELIVERY SCHEDULE**

Respondents are required to complete the table below:

No	Proposed Resources  [Resource Designation/ Title of Resource]	Salary Band equivalent in accordance with DPSA "Hourly Fee Rates for Consultants"	Number of Resources	Estimated No. of Hours	Resource Rate per Hour (excl. VAT)	Total (excl. VAT) [ZAR]
1						
2						
3						
4						
5						
			TOTAL	L PRICE, excl	usive of VAT:	

Respondents are to note that Transnet will round off final pricing scores to the nearest 2 (two) decimal places.

#### **Notes to Pricing:**

- a) Respondents are to note that if the price offered by the highest scoring bidder is not market-related, Transnet may not award the contract to that Respondent. Transnet may-
  - (i) negotiate a market-related price with the Respondent scoring the highest points or cancel the RFP;
  - (ii) if that Respondent does not agree to a market-related price, negotiate a market-related price with the Respondent scoring the second highest points or cancel the RFP;
  - (iii) if the Respondent scoring the second highest points does not agree to a market-related price, negotiate a market-related price with the Respondent scoring the third highest points or cancel the RFP.

If a market-related price is not agreed with the Respondent scoring the third highest points, Transnet must cancel the RFP.

- b) Prices must be quoted in South African Rand inclusive of VAT.
- c) Any disbursement not specifically priced for will not be considered/accepted by Transnet.
- d) To facilitate like-for-like comparison bidders must submit pricing strictly in accordance with this pricing schedule and not utilise a different format. Deviation from this pricing schedule could result in a bid being declared non-responsive.
- e) Rates proposed must be aligned with the Guide on Hourly Fee Rates for Consultants" by the Department of Public Service and Administration (DPSA);

Respondent's Signature	Date & Company Stamp

- f) Please note that should you have offered a discounted price(s), Transnet will only consider such price discount(s) in the final evaluation stage if offered on an unconditional basis.
- g) Respondents, if awarded the contract, are required to indicate that their prices quoted would be kept firm and fixed for the contract duration. [Not to be confused with bid validity period Section 2, clause 1]

YES	

#### 1. DISCLOSURE OF CONTRACT INFORMATION

#### **PRICES TENDERED**

Respondents are to note that, on award of business, Transnet is required to publish the tendered prices of the successful and unsuccessful Respondents *inter alia* on the National Treasury e-Tender Publication Portal, (<a href="https://www.etenders.gov.za">www.etenders.gov.za</a>), as required per National Treasury Instruction Note 01 of 2015/2016.

#### JOHANNESBURG STOCK EXCHANGE DEBT LISTING REQUIREMENTS

Transnet may also be required to disclose information relating to the subsequent contract i.e. the name of the company, goods/services provided by the company, the value and duration of the contract, etc. in compliance with the Johannesburg Stock Exchange (JSE) Debt Listing Requirements.

# DOMESTIC PROMINENT INFLUENTIAL PERSONS (DPIP) OR FOREIGN PROMINENT PUBLIC OFFICIALS (FPPO)

Transnet is free to procure the services of any person within or outside the Republic of South Africa in accordance with applicable legislation. Transnet shall not conduct or conclude business transactions, with any Respondents without having:

- Considered relevant governance protocols;
- Determined the DPIP or FPPO status of that counterparty; and
- Conducted a risk assessment and due diligence to assess the potential risks that may be posed by the business relationship.

As per the Transnet Domestic Prominent Influential Persons (DPIP) and Foreign Prominent Public Officials (FPPO) and Related Individuals Policy available on Transnet website <a href="https://www.transnet.net/search/pages/results.aspx?k=FPIDP#k=DPIP">https://www.transnet.net/search/pages/results.aspx?k=FPIDP#k=DPIP</a>, Respondents are required to disclose any commercial relationship with a DPIP or FPPO (as defined in the Policy) by completing the following section:

The below form contains personal information as defined in the Protection of Personal Information Act,

2013 (the "Act"). By completing the form, the signatory consents to the processing of her/his personal information in accordance with the requirements of the Act. Consent cannot unreasonably be withheld.

Is the Respondent
(Complete with a "Yes" or "No")

A DPIP/FPPO

Closely Related to a DPIP/FPPO
Associated to a DPIP/FPPO

List all known business interests, in which a DPIP/FPPO may have a direct/indirect interest or significant participation or involvement. the No Name Role **Shareholding** Registration **Status** in **Entity Entity** % Number (Mark the applicable **Business Business** option with an X) Active **Non-Active** 

					Retur	Page <b>21</b> of <b>4</b> : nable documen
		(Nature of interest/Participation)				
1		rardelpationy				
2						
3						
to ar	nnually publish on it	a commercial relations s website a list of all ondents, if applicable	l business contrac			
тот	AL COST OF OWN	IERSHIP AND CON	ITINUOUS IMPR	OVEMENT INIT	ATIVES	
2.1	Respondents shall	indicate whether the	ey would be comm	nitted, for the dura	tion of any c	ontract which
	may be awarded th	nrough this RFP proc	ess, to participate	with Transnet in	its continuou	s improvement
	initiatives to reduce the total cost of ownership [ <b>TCO</b> ], which will reduce the overall cost of					
	transportation Goods/Services and related logistics provided by Transnet's operating divisions within					
	South Africa to the	ultimate benefit of	all end-users.			
	Accepted:					
	YES		N	0		
	If "yes", please spe	ecify details in parag	raph 6.2 below.			
2.2	Respondents must	briefly describe thei	r commitment to	ΓCO and continuoι	us improveme	ent initiatives
	and give examples	of specific areas and	d strategies where	cost reduction ini	tiatives can b	e introduced.
	Specific areas and	proposed potential s	savings percentage	es should be includ	ded. Addition	al information
	can be appended to	o the Respondent's I	Proposal if there is	s insufficient space	e available be	low.
RIS	K					
_		orate on the control	•	-	•	uld mitigate th
	-	ng to potential non-		ne Respondent, in	relation to:	
3.1	Quality and speci	fication of Service	es delivered:			

3.

2.

3.1	Quality and specification of Services delivered:
3.2	Continuity of supply:
3.3	Compliance with the Occupational Health and Safety Act, 85 of 1993:

3.4 Compliance with the		, 
NED at	on this day of	20
GNATURE OF WITNESSES	ADDRE	SS OF WITNESSES
me		
me		
GNATURE OF RESPONDENT'S AUT	HORISED REPRESENTATIVE:	
SIGNATION:		

	3	ECITON	5: PROPUS/	AL FURI	I AND LIST C	T KEI	URNABLE DU	COME	INIS	
I/We_										
[name	e of	entity,	company,	close	corporation	or	partnership]	of	[full	address]
carryir	ng on bus	iness tradir	ng/operating as	5						-
repres	ented by									
in my	capacity a	as								<del></del>
subse	quent Ag	to er	iter into, sign The following	execute a	and complete a persons are he	iny doc reby a	or Members or Ce cuments relating uthorised to ne Negotiations with	to this gotiate	proposion beh	al and any alf of the
	FULL NA	ME(S)		CAPA	CITY		!	SIGNAT	TURE	
-	•		• • •		-		at the prices quotompanying schedu			•
	-		y those condition			T			hl-\.	
(i)		_		subject to	o amenament at	ıransn	net's discretion if	applical	pie);	
(ii)	General	Bid Conditi	ons; and							

- (iii) any other standard or special conditions mentioned and/or embodied in this Request for Proposal.

I/We accept that unless Transnet should otherwise decide and so inform me/us in the letter of award, this Proposal [and, if any, its covering letter and any subsequent exchange of correspondence], together with Transnet's acceptance thereof shall constitute a binding contract between Transnet and me/us.

Should Transnet decide that a formal contract should be signed and so inform me/us in a letter of award [the Letter of Award], this Proposal [and, if any, its covering letter and any subsequent exchange of correspondence] together with Transnet's Letter of Award, shall constitute a binding contract between Transnet and me/us until the formal contract is signed.

I/We further agree that if, after I/we have been notified of the acceptance of my/our Proposal, I/we fail to enter into a formal contract if called upon to do so, or fail to commence the supply/provision of Goods/Services within 30 [thirty] days thereafter, Transnet may, without prejudice to any other legal remedy which it may have, recover from me/us any expense to which it may have been put in calling for Proposals afresh and/or having to accept any less favourable Proposal.

Respondent's Signature	Date & Company Stam

Furthermore, I/we agree to a penalty clause/s which will allow Transnet to invoke a penalty against us for non-compliance with material terms of this RFP including the delayed delivery of the Goods/Services due to non-performance by ourselves, , etc.

I/we agree that non-compliance with any of the material terms of this RFP, including those mentioned above, will constitute a material breach of contract and provide Transnet with cause for cancellation.

#### **ADDRESS FOR NOTICES**

The law of the Republic of South Africa shall govern any contract created by the acceptance of this RFP. The *domicilium citandi et executandi* shall be a place in the Republic of South Africa to be specified by the Respondent hereunder, at which all legal documents may be served on the Respondent who shall agree to submit to the jurisdiction of the courts of the Republic of South Africa. Foreign Respondents shall, therefore, state hereunder the name of their authorised representative in the Republic of South Africa who has the power of attorney to sign any contract which may have to be entered into in the event of their Proposal being accepted and to act on their behalf in all matters relating to such contract.

be er	ered into in the event of their Proposal being accepted and to act on their behalf in all matters relating to s	uch
contr	ct.	
Resp	ndent to indicate the details of its domicilium citandi et executandi hereunder:	
Name	of Entity:	
Facsi	ile:	
Addre	ss:	
NOT	FICATION OF AWARD OF RFP	
As so	on as possible after approval to award the contract(s), the successful Respondent [the Supplier/Serv	vice
-	<b>ler</b> ] will be informed of the acceptance of its Proposal. Transnet will also publish the outcome of the tening successful and unsuccessful bidders, in the National Treasury e-tender portal. Any unsuccessful bidder has	-
right	o request reasons for the bid not to be successful and Transnet has a duty to provide those reasons on rec	eipt
of the	request from the bidder.	
VALI	DITY PERIOD	
Trans	et requires a validity period of 180 Business Days [from closing date] against this RFP, excluding the first	day
and i	cluding the last day.	
NAM	(S) AND ADDRESS / ADDRESSES OF DIRECTOR(S) OR MEMBER(S)	
	espondent must disclose hereunder the full name(s) and address(s) of the director(s) or members of the comp	any
or clo	e corporation [C.C.] on whose behalf the RFP is submitted.	
(i)	Registration number of company / C.C.	
(ii)	Registered name of company / C.C.	
(iii)	Full name(s) of director/member(s) Address/Addresses ID Number(s)	

Respondent's Signature

#### **RETURNABLE DOCUMENTS**

Returnable Documents means all the documents, Sections and Annexures, as listed in the tables below. There are three types of returnable documents as indicated below and Respondents are urged to ensure that these documents are returned with their bids based on the consequences of non-submission as indicated below:

Mandatory Returnable Documents	Failure to provide all these Mandatory Returnable Documents at the Closing Date and time of this RFP <u>will</u> result in a Respondent's disqualification.
Returnable Documents Used for Scoring	Failure to provide all Returnable Documents used for purposes of scoring a bid, by the closing date and time of this bid will not result in a Respondent's disqualification. However, Bidders will receive an automatic score of zero for the applicable evaluation criterion.
Essential Returnable Documents	Failure to provide essential Returnable Documents will result in Transnet affording Respondents a further opportunity to submit by a set deadline. Should a Respondent thereafter fail to submit the requested documents, this may result in a Respondent's disqualification.

All Returnable Sections, as indicated in the header and footer of the relevant pages, must be signed, stamped and dated by the Respondent.

### a) Mandatory Returnable Documents

Respondents are required to submit with their bid submissions the following <u>Mandatory Returnable</u> <u>Documents</u>, and also to confirm submission of these documents by so indicating [Yes or No] in the tables below:

MANDATORY RETURNABLE DOCUMENTS	SUBMITTED [Yes/No]
Section 1: SBD1 Form	
SECTION 4: Pricing and Delivery Schedule	

#### b) Returnable Documents Used for Scoring

In addition to the requirements of section (a) above, Respondents are further required to submit with their Proposals the following **Returnable Documents Used for Scoring** and also to confirm submission of these documents by so indicating [Yes or No] in the table below:

RETURNABLE DOCUMENTS USED FOR SCORING	SUBMITTED [Yes or No]
Valid proof of Respondent's compliance to B-BBEE requirements stipulated in Section 9 of this	
RFP (Valid B-BBEE certificate or Sworn Affidavit)	

RETURNABLE DOCUMENTS USED FOR SCORING	SUBMITTED [Yes or No]
Technical Response: Annexure A, which must contain the required evidence	in
response to the below criteria:	ļ
1. Company Experience	
<ul> <li>Respondents must provide their company profile and clients signed and authenticate</li> </ul>	ed
reference letters, indicating evidence of experience in organisational design	/
Organisational Restructuring of Large Scale businesses (+ 10 000 employees).	
A minimum of 4 Reference letters should be provided	
2. Resource Previous Experience	
<ul> <li>Respondents must provide CVs of key resources to be assigned to this project. CVs</li> </ul>	5
to demonstrate minimum 20 years of combined experience in organisational design	1
/ Organisational Restructuring of Large Scale businesses	
3. Organisational Design Process	
The respondents should outline their Organisational Design framework detailing all the	ne
stages for the organisational design process considering the following:	
e. Information gathering expectations	
f. Responsibility Matrix	
g. Comprehensive project plan	
b. d. Implementation Plan	
4. Implementation and Change Management Methodology	
Respondent must have a detailed description of the Change Methodology used and a high-	-
level description of their implementation approach which meets all the above-mentioned	t
functional requirements.	
5. Transfer of Skills Respondent must indicate in writing on company Letterhead their ability and willingness	5
to provide for transfer of skills on organisational design and restructuring to TFR interna	1
practitioners. Provider will make use of TFR Facilities to conduct training required.	

Date & Company Stamp

#### c) Essential Returnable Documents:

Over and the above the requirements of section (a) and (b) mentioned above, Respondents are further required to submit with their Proposals the following **Essential Returnable Documents** and also to confirm submission of these documents by so indicating [Yes or No] in the table below:

ESSENTIAL RETURNABLE DOCUMENTS & SCHEDULES	SUBMITTED [Yes or No]
In the case of Joint Ventures, a copy of the Joint Venture Agreement or written confirmation of the intention to enter into a Joint Venture Agreement	
Latest Financial Statements signed by your Accounting Officer or latest Audited Financial Statements plus 2 previous years	
SECTION 5 : Proposal Form and List of Returnable documents	
SECTION 6 : Certificate Of Acquaintance with RFP, Terms & Conditions & Applicable Documents	
SECTION 7: RFP Declaration and Breach of Law Form	
SECTION 9: B-BBEE Preference Claim Form	
SECTION 10: Protection of Personal Information	

#### **CONTINUED VALIDITY OF RETURNABLE DOCUMENTS**

Respondent's Signature

The successful Respondent will be required to ensure the validity of all returnable documents, including but not limited to its valid proof of B-BBEE status, for the duration of any contract emanating from this RFP. Should the Respondent be awarded the contract [**the Agreement**] and fail to present Transnet with such renewals as and when they become due, Transnet shall be entitled, in addition to any other rights and remedies that it may have in terms of the eventual Agreement, to terminate such Agreement immediately without any liability and without prejudice to any claims which Transnet may have for damages against the Respondent.

SIGNED at	on this da	ay of	20
SIGNATURE OF WITNESSES		ADDRESS OF WITNESSES	
1			
Name			
2			
Name			
SIGNATURE OF RESPONDENT'S AUTHORIS	ED REPRESENTAT	IVE:	
NAME:		-	
DESIGNATION:		-	

# SECTION 6: CERTIFICATE OF ACQUAINTANCE WITH RFP, MASTER AGREEMENT & APPLICABLE DOCUMENTS

By signing this certificate the Respondent is deemed to acknowledge that he/she has made himself/herself thoroughly familiar with, and agrees with all the conditions governing this RFP. This includes those terms and conditions contained in any printed form stated to form part hereof, including but not limited to the documents stated below. As such, Transnet SOC Ltd will recognise no claim for relief based on an allegation that the Respondent overlooked any such term or condition or failed properly to take it into account for the purpose of calculating tendered prices or any other purpose:

1	Transnet's General Bid Conditions
2	Draft Master Agreement
3	Transnet's Supplier Integrity Pact
4	Non-disclosure Agreement

**Note:** Should a Respondent be successful and awarded the bid, they will be required to complete a Supplier Declaration Form for registration as a vendor onto the Transnet vendor master database.

Should the Bidder find any terms or conditions stipulated in any of the relevant documents quoted in the RFP unacceptable, it should indicate which conditions are unacceptable and offer alternatives by written submission on its company letterhead, attached to its submitted Bid. Any such submission shall be subject to review by Transnet's Legal Counsel who shall determine whether the proposed alternative(s) are acceptable or otherwise, as the case may be. A material deviation from any term or condition may result in disqualification.

Bidders accept that an obligation rests on them to clarify any uncertainties regarding any bid to which they intend to respond on, before submitting the bid. The Bidder agrees that he/she will have no claim or cause of action based on an allegation that any aspect of this RFP was unclear but in respect of which he/she failed to obtain clarity.

The bidder understands that his/her Bid will be disqualified if the Certificate of Acquaintance with RFP documents included in the RFP as a returnable document, is found not to be true and complete in every respect.

SIGNED at	on this	day of	20
SIGNATURE OF WITNESSES		ADDRESS OF WITNESSES	
1			
Name			
2			
2			
Name			
SIGNATURE OF RESPONDENT	'S AUTHORISED REPRESENT	ATIVE:	
NAME:			
DESIGNATION:			

Respondent's Signature

Date & Company Stamp

# **SECTION 7: RFP DECLARATION AND BREACH OF LAW FORM**

	We do hereby certify that:
	Transnet has supplied and we have received appropriate responses to any/all questions [as applicable] were submitted by ourselves for RFP Clarification purposes;
<u>.</u> .	We have received all information we deemed necessary for the completion of this Request for Proposal [
3.	We have been provided with sufficient access to the existing Transnet facilities/sites and any and all relation relevant to the Goods/Services as well as Transnet information and Employees, and have sufficient time in which to conduct and perform a thorough due diligence of Transnet's operations and bus requirements and assets used by Transnet. Transnet will therefore not consider or permit any pre- or contract verification or any related adjustment to pricing, service levels or any other provisions/conditional based on any incorrect assumptions made by the Respondent in arriving at his Bid Price.
<b>.</b>	At no stage have we received additional information relating to the subject matter of this RFP from Traisources, other than information formally received from the designated Transnet contact(s) as nominate the RFP documents;
5.	We are satisfied, insofar as our entity is concerned, that the processes and procedures adopted by Train in issuing this RFP and the requirements requested from Bidders in responding to this RFP have conducted in a fair and transparent manner;
<b>5.</b>	We have complied with all obligations of the Bidder/Supplier as indicated in the Transnet Supplier Intervals which includes but are not limited to ensuring that we take all measures necessary to prevent copractices, unfairness and illegal activities in order to secure or in furtherance to secure a contract Transnet;
7.	We declare that a family, business and/or social relationship <b>exists / does not exist</b> [delete as application between an owner / member / director / partner / shareholder of our entity and an employee or board me of the Transnet Group including any person who may be involved in the evaluation and/or adjudication of Bid;
3.	We declare that an owner / member / director / partner / shareholder of our entity <b>is / is not</b> [deleapplicable] an employee or board member of Transnet;
).	In addition, we declare that an owner / member / director / partner / shareholder/employee of our entity / has not been [delete as applicable] a former employee or board member of Transnet in the past 10 y I further declare that if they were a former employee or board member of Transnet in the past 10 years they were/were not involved in the bid preparation or had access to the information related to this and
0.	If such a relationship as indicated in paragraph 7, 8 and/or 9 exists, the Respondent is to complete following section:

Respondent's Signature

	Full Name	Identity Number	Name of State institution
	numbers of sole proprieto having a controlling intere	or/ directors / trustees / sharehold st in the enterprise, in table below	
	13.1 Is the bidder, or any of its or partners or any person having by the state?	directors / trustees / shareholder a controlling interest <sup>2</sup> in the enter	
13	Bidder's declaration		
	·	the Register for Tender Defaulters be disqualified from the bid proce	s and / or the List of Restricted Supplier ess.
	the principles of transparency the Republic of South Africa a	, accountability, impartiality, and e	erms of this invitation to bid. In line with ethics as enshrined in the Constitution of ieces of legislation, it is required for the d hereunder.
12	PURPOSE OF THE FORM		
BIDD	ER'S DISCLOSURE (SBD4)		
11	Transnet [other than any existing	and appropriate business relations	any relationship between ourselves ar ship with Transnet] which could unfair all notify Transnet immediately in writin
	led in the declarations may be ufformation provided]	sed by Transnet and/or its af	ffiliates to verify the correctness of
espoi	nse and may preclude a Respo	ndent from doing future bus	will lead to the disqualification of siness with Transnet. Information
	Indicate nature of relationship with	ı Transnet:	
	PARTNER/SHAREHOLDER/EMPLOY	EE:	ADDRESS:

Respondent's Signature Date & Company Stamp

13.2.1. If 13.3 Does partne intere contra	so, furnish part	any of its on having related er	directors / t	trustees / s	shareholder n the enter	prise have a	iny	YES/NO
	rion					in su	bmitting the	accompanying
-		•					-	. , -
14.1 I hav	e read and I un	derstand	the contents	s of this dis	closure:			
14.2 I und	erstand that the	e accompa				s disclosure	is found not	to be true and
14 3 Tho								
comn	bidder has arr nunication, agre ers in a joint ve	eement o	r arrangeme	ent with ar	y competit	or. Howeve	r, communio	·
	perso  13.2.1. If   13.3 Does partne intere contra  13.3.1. If   DECLARAT  I, the unde bid, do her  14.1 I hav  14.2 I und	person who is emploid 13.2.1. If so, furnish part 13.3.1 Does the bidder or a partners or any personal interest in any other contract?  13.3.1. If so, furnish part 13.3.1. If so, furnish part 14.3.1 If so, furnish part 14.4.1 I have read and I understand that the 14.2 I understand that the	person who is employed by the  13.2.1. If so, furnish particulars:  13.3 Does the bidder or any of its partners or any person having interest in any other related er contract?  13.3.1. If so, furnish particulars:  DECLARATION  I, the undersigned, (name)	person who is employed by the procuring in 13.2.1. If so, furnish particulars:  13.3 Does the bidder or any of its directors / to partners or any person having a controlling interest in any other related enterprise who contract?  13.3.1. If so, furnish particulars:  DECLARATION  I, the undersigned, (name)	person who is employed by the procuring institution?  13.2.1. If so, furnish particulars:  13.3 Does the bidder or any of its directors / trustees / s partners or any person having a controlling interest i interest in any other related enterprise whether or no contract?  13.3.1. If so, furnish particulars:  DECLARATION  I, the undersigned, (name)	person who is employed by the procuring institution?  13.2.1. If so, furnish particulars:  13.3 Does the bidder or any of its directors / trustees / shareholder partners or any person having a controlling interest in the enter interest in any other related enterprise whether or not they are to contract?  13.3.1. If so, furnish particulars:  13.3.1. If so, furnish particulars:  13.3.1. If so, furnish particulars:  14.1 I have read and I understand the contents of this disclosure;  14.2 I understand that the accompanying bid will be disqualified if this	person who is employed by the procuring institution?  13.2.1. If so, furnish particulars:	13.2.1. If so, furnish particulars:

Respondent's Signature

14

Date & Company Stamp

bidding with the intention not to win the bid and conditions or delivery particulars of the products or services to which this bid invitation relates.

- 14.5 The terms of the accompanying bid have not been, and will not be, disclosed by the bidder, directly or indirectly, to any competitor, prior to the date and time of the official bid opening or of the awarding of the contract.
- 14.6 There have been no consultations, communications, agreements or arrangements made by the bidder with any official of the procuring institution in relation to this procurement process prior to and during the bidding process except to provide clarification on the bid submitted where so required by the institution; and the bidder was not involved in the drafting of the specifications or terms of reference for this bid.
- 14.7 I am aware that, in addition and without prejudice to any other remedy provided to combat any restrictive practices related to bids and contracts, bids that are suspicious will be reported to the Competition Commission for investigation and possible imposition of administrative penalties in terms of section 59 of the Competition Act No 89 of 1998 and or may be reported to the National Prosecuting Authority (NPA) for criminal investigation and or may be restricted from conducting business with the public sector for a period not exceeding ten (10) years in terms of the Prevention and Combating of Corrupt Activities Act No 12 of 2004 or any other applicable legislation.

I CERTIFY THAT THE INFORMATION FURNISHED IN PARAGRAPHS 12, 13 and 14 ABOVE IS CORRECT.

I ACCEPT THAT THE STATE MAY REJECT THE BID OR ACT AGAINST ME IN TERMS OF PARAGRAPH 6 OF PFMA SCM INSTRUCTION 03 OF 2021/22 ON PREVENTING AND COMBATING ABUSE IN THE SUPPLY CHAIN MANAGEMENT SYSTEM SHOULD THIS DECLARATION PROVE TO BE FALSE.

#### **BREACH OF LAW**

We further hereby certify that I/we (the bidding entity and/or any of its directors, members or partners) have/have not been [delete as applicable] found guilty during the preceding 5 [five] years of a serious breach of law, including but not limited to a breach of the Competition Act, 89 of 1998, by a court of law, tribunal or other administrative body. The type of breach that the Respondent is required to disclose excludes relatively minor offences or misdemeanours, e.g. traffic offences. This includes the imposition of an administrative fine or penalty.

Where found guilty of such a serious breach, please disclose:

NATURE OF BREACH:
DATE OF BREACH:
Furthermore, I/we acknowledge that Transnet SOC Ltd reserves the right to exclude any Respondent from the bidding process, should that person or entity have been found guilty of a serious breach of law, tribunal or regulatory obligation.

		Returnable document
SIGNED at	on this day of	20
For and on behalf of	AS WITNESS:	
duly authorised hereto		
Name:	Name:	
Position:	Position:	
Signature:	Signature:	
Date:	Registration No of Company/CC	
Place:	Registration Name of Company/CC	

# **SECTION 8: RFP CLARIFICATION REQUEST FORM**

RFP No: HOAC-HC	ı <del>-4</del> 1368
RFP deadline for qu	uestions / RFP Clarifications: Before 12:00 pm on <b>8 May 2023</b> .
·	· -
TO:	Transnet SOC Ltd
ATTENTION:	Lerato Tseke
EMAIL	<u>Lerato.Tseke@transnet.net</u>
DATE:	
FROM:	<del></del>
PED Clarification No	[to be inserted by Transnet]
KI F Clarification NC	[ [LO DE INSEREU DY Transnet] []
	DEGUEST FOR DED SI ARTESSATION
	REQUEST FOR RFP CLARIFICATION
	-

#### **SECTION 9: B-BBEE PREFERENCE POINTS CLAIM FORM**

This preference form must form part of all bids invited. It contains general information and serves as a claim for preference points for Broad-Based Black Economic Empowerment [**B-BBEE**] Status Level of Contribution.

Transnet will award preference points to companies who provide valid proof of their B-BBEE status using either the latest version of the generic Codes of Good Practice or Sector Specific Codes (if applicable).

NB: BEFORE COMPLETING THIS FORM, BIDDERS MUST STUDY THE GENERAL CONDITIONS, DEFINITIONS AND DIRECTIVES APPLICABLE IN RESPECT OF B-BBEE, AS PRESCRIBED IN THE PREFERENTIAL PROCUREMENT REGULATIONS, 2022.

#### 1. GENERAL CONDITIONS

- 1.1 The following preference point systems are applicable to all bids:
  - the 80/20 system for requirements with a Rand value of up to R50 000 000 (all applicable taxes included); and
  - the 90/10 system for requirements with a Rand value above R50 000 000 (all applicable taxes included).
- 1.2 The value of this bid is estimated to **not exceed** R50 000 000 (all applicable taxes included) and therefore the 80/20 preference point system shall be applicable. Despite the stipulated preference point system, Transnet shall use the lowest acceptable bid to determine the applicable preference point system in a situation where all received acceptable bids are received outside the stated preference point system.
- 1.3 Preference points for this bid shall be awarded for:
  - (a) Price; and
  - (b) B-BBEE Status Level of Contribution.
- 1.4 The maximum points for this bid are allocated as follows:

	POINTS
PRICE	80
B-BBEE STATUS LEVEL OF CONTRIBUTION	20
Total points for Price and B-BBEE must not exceed	100

- Failure on the part of a bidder to submit proof of B-BBEE status level of contributor together with the bid will be interpreted to mean that preference points for B-BBEE status level of contribution are not claimed.
- 1.6 The purchaser reserves the right to require of a bidder, either before a bid is adjudicated or at any time subsequently, to substantiate any claim in regard to preferences, in any manner required by the purchaser.

#### 2. **DEFINITIONS**

- (a) "all applicable taxes" includes value-added tax, pay as you earn, income tax, unemployment insurance fund contributions and skills development levies;
- (b) **"B-BBEE"** means broad-based black economic empowerment as defined in section 1 of the Broad-Based Black Economic Empowerment Act;
- (c) "B-BBEE status level of contributor" means the B-BBEE status received by a measured entity based on its overall performance using the relevant scorecard contained in the Codes of Good Practice on Black Economic Empowerment, issued in terms of section 9(1) of the Broad-Based Black Economic Empowerment Act;
- (d) "bid" means a written offer in a prescribed or stipulated form in response to an invitation by an organ

of state for the supply/provision of services, works or goods, through price quotations, advertised competitive bidding processes or proposals;

- (e) **"Broad-Based Black Economic Empowerment Act"** means the Broad-Based Black Economic Empowerment Act, 2003 (Act No. 53 of 2003);
- (f) **"EME"** means an Exempted Micro Enterprise as defines by Codes of Good Practice under section 9 (1) of the Broad-Based Black Economic Empowerment Act, 2003 (Act No. 53 of 2003);
- (g) **"functionality"** means the ability of a bidder to provide goods or services in accordance with specification as set out in the bid documents
- (h) "Price" includes all applicable taxes less all unconditional discounts.
- (i) "Proof of B-BBEE Status Level of Contributor"
  - i) the B-BBBEE status level certificate issued by an authorised body or person;
  - ii) a sworn affidavit as prescribed by the B-BBEE Codes of Good Practice; or
  - iii) any other requirement prescribed in terms of the B-BBEE Act.
- (j) "QSE" means a Qualifying Small EEnterprise as defines by Codes of Good Practice under section 9 (1) of the Broad-Based Black Economic Empowerment Act, 2003 ( Act No. 53 of 2003);
- (k) "rand value" means the total estimated value of a contract in South African currency, calculated at the time of bid invitations, and includes all applicable taxes and excise duties.

#### 3. POINTS AWARDED FOR PRICE

#### 3.1 THE 80/20 PREFERENCE POINT SYSTEMS

A maximum of 80 points is allocated for price on the following basis:

80/20

$$Ps = 80 \left( 1 - \frac{Pt - P\min}{P\min} \right)$$

Where

Ps = Points scored for comparative price of bid under consideration

Pt = Comparative price of bid under consideration

Pmin = Comparative price of lowest acceptable bid

#### 4. POINTS AWARDED FOR B-BBEE STATUS LEVEL OF CONTRIBUTION

4.1 In terms of Transnet SCM Policy on preferential procurement and Procurement Manuals, preference points must be awarded to a bidder for attaining the B-BBEE status level of contribution in accordance with the table below:

B-BBEE Status Level of Contributor	Number of points (80/20 system)
1	20
2	18
3	14
4	12
5	8
6	6
7	4
8	2
Non-compliant contributor	0

4.2 The table below indicates the required proof of B-BBEE status depending on the category of enterprises:

Enterprise	B-BBEE Certificate & Sworn Affidavit
Large	Certificate issued by SANAS accredited verification agency
QSE	Certificate issued by SANAS accredited verification agency Sworn Affidavit signed by the authorised QSE representative and attested by a Commissioner of Oaths confirming annual turnover and black ownership (only black- owned QSEs - 51% to 100% Black owned)  [Sworn affidavits must substantially comply with the format that can be obtained on the DTI's website at www.dti.gov.za/economic empowerment/bee codes.jsp.]
EME⁴	Sworn Affidavit signed by the authorised EME representative and attested by a Commissioner of Oaths confirming annual turnover and black ownership  Certificate issued by CIPC (formerly CIPRO) confirming annual turnover and black ownership  Certificate issued by SANAS accredited verification agency only if the EME is being measured on the QSE scorecard

- 4.3 A trust, consortium or joint venture (including unincorporated consortia and joint ventures) must submit a consolidated B-BBEE Status Level verification certificate for every separate bid.
- 4.4 Tertiary Institutions and Public Entities will be required to submit their B-BBEE status level certificates in terms of the specialized scorecard contained in the B-BBEE Codes of Good Practice.
- A person will not be awarded points for B-BBEE status level if it is indicated in the bid documents that such a bidder intends sub-contracting more than 25% of the value of the contract to any other enterprise that does not qualify for at least the points that such a bidder qualifies for, unless the intended sub-contractor is an EME that has the capability and ability to execute the sub-contract.
- 4.6 A person awarded a contract may not sub-contract more than 25% of the value of the contract to any other enterprise that does not have an equal or higher B-BBEE status level than the person concerned, unless the contract is sub-contracted to an EME that has the capability and ability to execute the sub-contract.
- 4.7 Bidders are to note that the rules pertaining to B-BBEE verification and other B-BBEE requirements may be changed from time to time by regulatory bodies such as National Treasury or the DTI. It is the Bidder's responsibility to ensure that his/her bid complies fully with all B-BBEE requirements at the time of the submission of the bid.

#### 5. BID DECLARATION

5.1 Bidders who claim points in respect of B-BBEE Status Level of Contribution must complete the following:

_				
6.	B-BBEE STATUS LEVEL	OF CONTRIBUTION CLAIMED	D IN TERMS OF PARAGRAPHS 1.	.4 AND 6.3

6.1 B-BBEE Status Level of Contribution: . = .......(maximum of 10 points)

(Points claimed in respect of paragraph 6.1 must be in accordance with the table reflected in paragraph 4.1 and must be substantiated by relevant proof of B-BBEE status level of contributor.

#### 7. SUB-CONTRACTING

7.1 Will any portion of the contract be sub-contracted?

(Tick applicable box)

	YES		NO	
--	-----	--	----	--

7.1.1	If yes, indicate:						
	) What percentage of the contract will be subcontracted%						
	ii) The name of the sub-contractor						
	iii) The B-BBEE status level of the sub-contractor						
	iv) Whether the sub-contractor is an EME or QSE.						
	(Tick applicable box)						
	YES NO						
	v) Specify, by ticking the appropriate box, if subcontracting with any of th	e following ent	erprises:				
	Designated Group: An EME or QSE which is at last 51% owned by:	EME √	QSE √				
	Black people						
	Black people who are youth						
	Black people who are women						
	Black people with disabilities						
	Black people living in rural or underdeveloped areas or townships						
	Cooperative owned by black people						
	Black people who are military veterans						
	OR AND EMP	1					
	Any EME						
	Any QSE						
8.	DECLARATION WITH REGARD TO COMPANY/FIRM						
8.1	Name of company/firm:						
8.2	VAT registration number:						
8.3	Company registration number:						
8.4	3.4 TYPE OF COMPANY/ FIRM						
	□ Partnership/Joint Venture / Consortium						
	☐ One person business/sole propriety						
	□ Close corporation						
	□ Company						
	□ (Pty) Limited						
	[TICK APPLICABLE BOX]						
8.5	DESCRIBE PRINCIPAL BUSINESS ACTIVITIES						
8.6	COMPANY CLASSIFICATION						
	□ Manufacturer						
	□ Supplier						
	Professional Service provider  Other Service providers of a transporter of a						
	Other Service providers, e.g. transporter, etc.						
	[TICK APPLICABLE BOX]						
8.7	Total number of years the company/firm has been in business:						
8.8 I/we, the undersigned, who is / are duly authorised to do so on behalf of the company/fi			•				
	points claimed, based on the B-BBE status level of contribution indicated in paragraphs $1.4$ and $6.1$ of the foregoing certificate, qualifies the company/ firm for the preference(s) shown and I / we acknowledge that:						
	i) The information furnished is true and correct;						
	ii) The preference points claimed are in accordance with the General Conditions as indicated in paragraph						

1 of this form;

- iii) In the event of a contract being awarded as a result of points claimed as shown in paragraph 1.4 and 6.1, the contractor may be required to furnish documentary proof to the satisfaction of the purchaser that the claims are correct;
- iv) If a bidder submitted false information regarding its B-BBEE status level of contributor or any other matter required in terms of the Preferential Procurement Regulations, 2022 which will affect or has affected the evaluation of a bid the purchaser may, in addition to any other remedy it may have
  - (a) disqualify the person from the bidding process;
  - (b) recover costs, losses or damages it has incurred or suffered as a result of that person's conduct;
  - (c) cancel the contract and claim any damages which it has suffered as a result of having to make less favourable arrangements due to such cancellation;
  - if the successful bidder subcontracted a portion of the bid to another person without disclosing it, Transnet reserves the right to penalise the bidder up to 10 percent of the value of the contract;
  - (e) recommend that the bidder or contractor, its shareholders and directors, or only the shareholders and directors who acted on a fraudulent basis, be restricted by the National Treasury from obtaining business from any organ of state for a period not exceeding 10 years, after the audi alteram partem (hear the other side) rule has been applied; and
  - (f) forward the matter for criminal prosecution.

WIT	NESSES	
1		SIGNATURE(S) OF BIDDERS(S)
2		DATE:
		ADDRESS

### **SECTION 10: PROTECTION OF PERSONAL INFORMATION (For normal contract)**

- 1. The following terms shall bear the same meaning as contemplated in Section 1 of the Protection of Person information act, No.4 of 2013.("POPIA"):
  - consent; data subject; electronic communication; information officer; operator; person; personal information; processing; record; Regulator; responsible party; special information; as well as any terms derived from these terms.
- 2. Transnet will process all information by the Respondent in terms of the requirements contemplated in Section 4(1) of the POPIA:
  - Accountability; Processing limitation; Purpose specification; Further processing limitation; Information quality; Openness; Security safeguards and Data subject participation.
- 3. The Parties acknowledge and agree that, in relation to personal information that will be processed pursuant to this RFP, the Responsible party is "Transnet" and the Data subject is the "Respondent". Transnet will process personal information only with the knowledge and authorisation of the Respondent and will treat personal information which comes to its knowledge as confidential and will not disclose it, unless so required by law or subject to the exceptions contained in the POPIA.
- 4. Transnet reserves all the rights afforded to it by the POPIA in the processing of any of its information as contained in this RFP and the Respondent is required to comply with all prescripts as detailed in the POPIA relating to all information concerning Transnet.
- 5. In responding to this bid, Transnet acknowledges that it will obtain and have access to personal information of the Respondent. Transnet agrees that it shall only process the information disclosed by Respondent in their response to this bid for the purpose of evaluating and subsequent award of business and in accordance with any applicable law.
- 6. Transnet further agrees that in submitting any information or documentation requested in this RFP, the Respondent is consenting to the further processing of their personal information for the purpose of, but not limited to, risk assessment, assurances, contract award, contract management, auditing, legal opinions/litigations, investigations (if applicable), document storage for the legislatively required period, destruction, de-identification and publishing of personal information by Transnet and/or its authorised appointed third parties.
- 7. Furthermore, Transnet will not otherwise modify, amend or alter any personal data submitted by the Respondent or disclose or permit the disclosure of any personal data to any third party without the prior written consent from the Respondent. Similarly, Transnet requires the Respondent to process any personal information disclosed by Transnet in the bidding process in the same manner.
- 8. Transnet shall, at all times, ensure compliance with any applicable laws put in place and maintain sufficient measures, policies and systems to manage and secure against all forms of risks to any information that may be shared or accessed pursuant to this RFP (physically, through a computer or any other form of electronic communication).
- 9. Transnet shall notify the Respondent in writing of any unauthorised access to information, cybercrimes or suspected cybercrimes, in its knowledge and report such crimes or suspected crimes to the relevant authorities in accordance with applicable laws, after becoming aware of such crimes or suspected crime. The Respondent must

Respondent's Signature	Date & Company Sta	mn

take all necessary remedial steps to mitigate the extent of the loss or compromise of personal information and to restore the integrity of the affected personal information as quickly as is possible.

- 10. The Respondent may, in writing, request Transnet to confirm and/or make available any personal information in its possession in relation to the Respondent and if such personal information has been accessed by third parties and the identity thereof in terms of the POPIA. The Respondent may further request that Transnet correct (excluding critical/mandatory or evaluation information), delete, destroy, withdraw consent or object to the processing of any personal information relating to the Respondent in Transnet's possession in terms of the provision of the POPIA and utilizing Form 2 of the POPIA Regulations.
- 11. In submitting any information or documentation requested in this RFP, the Respondent is hereby consenting to the processing of their personal information for the purpose of this RFP and further confirming that they are aware of their rights in terms of Section 5 of POPIA

Respondents	are	required	to	provide	consent	helow:
respondents	ale	i equii eu	w	piovide	COHSCHIL	DEIOW.

YES NO
--------

- 12. Further, the Respondent declares that they have obtained all consents pertaining to other data subject's personal information included in its submission and thereby indemnifying Transnet against any civil or criminal action, administrative fines or other penalty or loss that may arise as a result of the processing of any personal information that the Respondent submitted.
- 13. The Respondent declares that the personal information submitted for the purpose of this RFP is complete, accurate, not misleading, is up to date and may be updated where applicable.

	· · · · · · · · · · · · · · · · · · ·
Signature of Respondent's author	rised renresentative:

Should a Respondent have any complaints or objections to processing of its personal information, by Transnet, the Respondent can submit a complaint to the Information Regulator on <a href="https://www.justice.gov.za/inforeg/">https://www.justice.gov.za/inforeg/</a>, click on contact us, click on complaints.IR@justice.gov.za

Respondent's Signature